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STATE OF ILLINOIS  
Otto Kerner, Governor

ILLINOIS GAS UTILITIES  
A Comparative Study of 1960 Sales

Research Bulletin No. 65

George R. Perrine, Chairman  
Cyrus J. Colter  
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ILLINOIS COMMERCE COMMISSION  
Department of Accounts and Finance

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ILLINOIS GAS

A Comparative Study

As Reported by the National  
Utilities Which Account  
of All Gas Sold to  
Illinois Under the  
Illinois Commerce

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Research Bulletin No. 65

ILLINOIS GAS UTILITIES

A Comparative Study of 1960 Sales

As Reported by the Nine Largest Illinois Gas  
Utilities Which Account for Approximately 98%  
of All Gas Sold to Ultimate Consumers in  
Illinois Under the Jurisdiction of the  
Illinois Commerce Commission

ILLINOIS COMMERCE COMMISSION  
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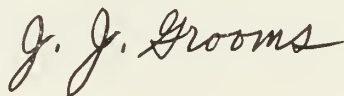
ILLINOIS COMMERCE COMMISSION  
Department of Accounts and Finance  
Springfield, Illinois

Hon. George R. Perrine, Chairman  
Illinois Commerce Commission  
Springfield, Illinois

Dear Sir:

I am transmitting, herewith, Research Bulletin No. 65 entitled "Illinois Gas Utilities, A Comparative Study of 1960 Sales" which was prepared by the Accounts and Finance Section under the supervision of Mr. G. A. Giusti.

Yours very truly,

A handwritten signature in cursive script that reads "J. J. Grooms".

J. J. Grooms  
Chief Accountant



ILLINOIS COMMERCE COMMISSION  
Department of Accounts and Finance  
Springfield, Illinois

Mr. J. J. Grooms, Chief Accountant  
Department of Accounts and Finance  
Illinois Commerce Commission  
Springfield, Illinois

Dear Sir:

This study, Research Bulletin No. 65, entitled "Illinois Gas Utilities, A Comparative Study of 1960 Sales" is herewith transmitted by the Accounts and Finance Section. This bulletin provides a timely analysis of gas sales for the year 1960 as compared to 1959.

The textual portion of the study reviews briefly the principal points of interest derived from the tabulations made during the comparison. There has been no attempt to determine the reasonableness or unreasonableness of the material given, but in a few instances there have been statements given to clarify questionable data.

The statistical tables form the basic part of this study and constitute a permanent reference in regard to comparative sales by the companies during the past two years.

Yours very truly,



G. A. Giusti  
Assistant Chief Accountant



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## INTRODUCTORY CONSIDERATIONS

### 1. Scope of Study

This analysis presents a comparison of 1960 gas sales with those for the year 1959, with respect to the nine largest public utilities furnishing gas service in the State of Illinois. This study confines itself solely to those nine companies, whose total gas sales accounts for approximately 98% of the total sales in this State. The companies included are:

Central Illinois Electric and Gas Company  
Central Illinois Light Company  
Central Illinois Public Service Company  
Illinois Power Company  
Iowa-Illinois Gas and Electric Company  
Northern Illinois Gas Company  
North Shore Gas Company  
The Peoples Gas Light and Coke Company  
Union Electric Company

Included in this study are basic statistical tables Nos. 1 to 13 providing detailed data necessary for a comparative study of gas sales. Tables Nos. 2 to 10 inclusive, show data for both 1960 and 1959 together with computations showing percentage changes in 1960 over 1959, average revenue per therm, therms per customer and average revenue per customer in each of several classifications. In addition, there is also tabulated a summary of the aggregate total for all companies.

### 2. Sources of Information.

The basic source of sales data shown in the various tables is supplied by each of the nine companies heretofore mentioned and is taken from their reports for the twelve months ending December 31, 1960, (Form C, 1943 Revision). These reports are preliminary and are filed subject to audit before the final annual reports are received. Past experience indicates that only minor changes may be expected with respect to sales data reported in monthly statements and the preliminary annual report for the year referred to above.



### 3. Accounting Considerations

All of the companies considered by this study follow the Uniform System of Accounts as prescribed in the Commission's General Order 143. This system of accounts includes an item designated as Account 607-Interdepartmental Sales. For the purpose of this study, as in prior Research Bulletins, these interdepartmental sales have not been considered as sales to ultimate consumers. Also provided by the Uniform System of Accounts is Account 608-Other Sales, which does not affect this study for the reason that none of the nine companies reported such sales.

### 4. Other Considerations

The segregation of Residential Sales Exclusive of Space-heating (Table 2) and Residential Space-heating Sales (Table 3) must be interpreted in the light of the fact that residential space-heating sales includes all sales made through one meter a combination rate for all domestic purposes including space-heating and are accounted for entirely as space-heating sales, whereas residential sales, exclusive of space-heating, includes only those sales of gas to residential customers that are not classified as residential space-heating customers.

It should be noted that a comparison between companies should be viewed in the light of the fact that operating conditions, operating practices, rate structures and the application of statistical methods and summaries may differ in various companies.

This study continues the policy of only setting forth the facts as determined by the statistical tables and no attempt has been made to criticize the data reported.

## GAS SALES BY CLASS OF SERVICE

### 1. Comparative Consolidated Summary, Table 1.

This table summarizes the total revenue, therm sales and the average number of customers for each class of service, together



with the relative ratios and percentage of change in 1960 sales as compared with those of 1959. Discussion of this information is confined to the more important classes of service that follow.

2. Total Operating Revenue, Table 13.

The total operating revenue of the nine companies rose from \$319,688,421 in 1959 to \$360,465,019 in 1960, an increase of 12.7%. Exclusive of The Peoples Gas Light and Coke Company's operations the total operating revenue increased from \$182,211,943 in 1959 to \$213,895,502 in 1960, a gain of 17.4%. This would indicate that the rate of increase for the principal metropolitan area in Illinois was slightly greater than the rest of the State. All of the nine companies reported increases ranging from a low of 0.9% for Union Electric Company to a high of 23.9% for Northern Illinois Gas Company.

3. Other Gas Operating Revenue, Table 12.

This classification ordinarily consists chiefly of customers forfeited discounts and rents and accounts for only approximately 1.0% of total operating revenue.

4. Total Gas Sales, Table 11.

Sales in this table include sales to ultimate consumers and interdepartmental sales. The behavior of this account is, substantially the same as total sales to ultimate consumers account, because the interdepartmental sales account for only 0.34% of total gas operating revenue.

Revenue from total gas sales for the nine companies amounted to \$356,982,773 in 1960, an increase of 12.8% over the \$316,389,449 reported for the year 1959. Therm sales rose 5.1%, the average number of customers showed an increase of 3.1%.

5. Interdepartmental Sales, Table 9.

The only two companies reporting such sales for the year 1960, were Central Illinois Light Company and Iowa-Illinois Gas and Electric Company. Both of the companies reported increases





in revenue and therm sales. Revenue increased 4.1%, therm sales rose 2.1%.

6. Total Sales to Ultimate Consumers, Table 8.

During the period under review, revenue from the sales of gas to ultimate consumers totalled \$355,427,553 in 1960 a 12.8% gain over the \$315,067,913 reported for the year 1959. All of the companies reported increases in revenue ranging from a low of 1.1% for Union Electric Company to a high of 23.8% for Northern Illinois Gas Company.

Exclusive of The Peoples Gas Light and Coke Company, the aggregate revenue in 1960 amounted to \$210,264,553 with total therm sales of 2,697,751,247, the average number of customers increased from 1,143,629 to 1,210,246. These results represent an increase of 17.4%, 8.3% and 5.8% in revenue, therm sales and average number of customers, respectively, as compared to similar data for 1959.

Total sales to ultimate consumers represent the most accurate index of gas sales that can be reasonably obtained and for the purpose of this report has been used as the common denominator for measuring the relative importance of consumer sales. The percentage of change recorded in gas sales to ultimate consumers during the period under review has been affected by increased use of gas in the industrial field and residential space-heating, with residential space-heating sales accounting for the largest part of this increase percentagewise. It is noted that the total Industrial Sales account for approximately 38 percent of the total therms sold to ultimate consumers, while the revenue accounts for only 19 percent.

Average revenue per therm increased from 7.78¢ in 1959 to 8.36¢ in 1960. Exclusive of The Peoples Gas Light and Coke Company's sales data, the average revenue per therm increased from 7.19¢ in 1959 to 7.79¢ in 1960. Eight of the nine companies recorded increases in average revenue per therm ranging from 0.11¢ to 0.83¢, while one company showed a decrease.





7. Residential Sales, Exclusive of Space-heating, Table 2.

The sales of gas to residential customers for all domestic purposes other than Space-heating is included in this class of service. (See Table 3).

Residential Sales, exclusive of Space-heating in 1959, accounted for 15.5% of the revenue from total sales to ultimate consumers for the nine companies included in this study, while the therm sales in this classification accounted for only 8.4% of the total therms sold to ultimate consumers. This class of service includes 47.7% of the total gas customers in the State. These percentages indicate that residential sales accounts for slightly less than one-half of the customers. Approximate one-seventh of the revenue and one-twelfth of the therms of the total ultimate consumer sales.

Revenue from Residential Sales, exclusive of Space-heating sales, decreased from \$56,654,202 in 1959 to \$53,476,562 in 1960 a decrease of \$3,177,640. During the same period of comparison therm sales recorded a decrease of 7.3%, while the average number of customers showed a decrease of 8.5%. All of the nine companies recorded decreases in revenue, eight in therm sales and nine in average number of customers. The decreases in average number of customers are due to reclassification of customers from Residential Sales exclusive of Space-heating to Residential Space-heating where one meter is used for both services.

Exclusive of The Peoples Gas Light and Coke Company's sales data the remaining companies aggregate revenue showed a decrease of 8.0%, while the therm sales recorded a decrease of 10.1%, with number of customers decreasing 11.4%.

Average revenue per therm increased from 14.64¢ in 1959 to 14.90¢ in 1960, an increase of 0.26¢. For the nine companies revenue per therm ranged from a low of 11.41¢ for Central Illinois Light Company to a high of 17.42¢ for Illinois Power Company.

Average use per customer rose from 339 in 1959 to 344 therms in 1960. Of the individual companies, Union Electric Company recorded a low usage of 268 therms per customer as compared to a high usage of



398 therms for the North Shore Gas Company. Seven of the nine companies registered gains in usage per customer ranging from a low of two therms to a high of fourteen therms increase per customer.

Average revenue per customer showed an increase from \$49.64 in 1959 to \$51.23 in 1960. Revenue per customer for the nine companies during 1960 ranged from a low of \$34.57 for the Central Illinois Light Company to \$55.15 for The Peoples Gas Light and Coke Company.

8. Residential Space-heating Sales, Table 3.

It should be noted that the indicated percent increase in number of customers served, is due to the increased supply of natural gas.

Although only forty-seven percent of ultimate consumer customers used gas for space-heating, this class of service accounted for 55.7% of total revenue from sales to ultimate consumers; it also accounted for 44.5% of total ultimate consumer therm sales.

Total revenue from Residential Space-heating sales amounted to \$197,790,258 in 1960 an increase of 20.9% over the \$163,548,278 reported in 1959. Therm sales increased from 1,632,060,782 in 1959 to 1,894,241,030 in 1960, an increase of 16.1%, while the average number of customers showed an increase of 18.1%.

Average revenue per therm showed a very slight increase of 0.42¢, rising from 10.02¢ in 1959 to 10.41¢ in 1960. Average usage per customer decreased from 1,885 therms in 1959 to 1,853 in 1960. The average annual bill increased from \$188.90 in 1959 to \$193.47 in 1960 an average increase of \$4.57 per customer.

9. Commercial Sales, Table 4.

This class of service in the aggregate accounted for approximately 9.7% of the revenue and 9.0% of the therms sold out of total revenue and therm sales to ultimate consumers during 1960.

Included in this classification are sales for space-heating, off-peak water heating and a wide variety of other so-called commer-



cial uses. During the period under comparison the revenue and therm sales showed increases of 20.9% and 17.7%, respectively, while the average number of customers increased 6.3%. A total of 109,956 customers in 1960 paid an average of 9.04¢ per therm for an average customer consumption of 3,485 therms with an average annual bill of \$314.95. For the nine companies, exclusive of The Peoples Gas Light and Coke Company, the average revenue was 8.72¢ per therm, with an average annual consumption per customer of 3,449 therms and an annual average revenue of \$300.68 from 69,760 customers.

10. Industrial Non-interruptible Sales, Table 5.

Gas sold to customers in this classification includes firm gas sold for manufacturing and other industrial purposes.

Industrial non-interruptible sales revenue increased from \$31,257,426, in 1959 to \$36,909,893 in 1960, a gain of 18.1%, while therm sales increased from 507,524,159 to 595,196,922 an increase of 17.3%. The average number of customers showed an increase of 2.7% for the same period of comparison. Excluding The Peoples Gas Light and Coke Company's operations from the totals, the remaining companies registered increases in revenue, therm sales and number of customers of 20.8%, 10.8% and 8.1%, respectively.

Revenue per therm for the combined nine companies averaged 6.20¢ in 1960, as compared to 6.16¢ in 1959, while the individual company's average ranged from a low of 4.13¢ for Central Illinois Light Company to a high of 7.66¢ for the Illinois Power Company.

11. Industrial Interruptible Sales, Table 6.

Gas sold in this class of service accounted for 9.0% of total ultimate consumer revenue, while it represented 23.8% of total therms sold. The total Industrial Interruptible customers average 440 for the year which was less than one-tenth of one percent of the total ultimate consumers. It is evident from the above statement that this class of service is one of the largest users of gas and ranks fifth in terms of revenue.





The reason for the comparatively small amount of revenue as compared to the therm sales for this class of service is due to the relatively low rates under which this type of service is furnished.

Therm sales for 1960 totalled 1,011,628,672 therms as compared to 1,190,973,806 in 1959, a decrease of 15.1%. Revenue decreased from \$34,418,930 in 1959 to \$31,826,714 in 1960, a decrease of \$2,592,216 or 7.5%, the average number of customers increased 6.5%.

For the individual companies, five registered increases in revenue and two in therm sales, while six companies showed increases in average number of customers.

For all companies the average revenue per therm increased from 2.89¢ in 1959 to 3.15¢ in 1960; an average increase of 0.26¢ per therm. Of the nine companies reporting this class of service eight of them recorded increases in average revenue per therm. The lowest-revenue per therm for interruptible sales was reported by the Central Illinois Electric & Gas Company, that being 2.72¢ and the highest 4.57¢ was recorded by Central Illinois Public Service Company.

12. Sales to Other Gas Utilities Table 10.

This account includes revenues from gas supplied to other gas utilities for redistribution. Only one company, Northern Illinois Gas Company, reported sales in this classification. Revenue increased from \$131,166 in 1959 to \$316,307 in 1960, a gain of 141.1% and therms increased from 2,384,832 in 1959 to 5,747,159 in 1960, a gain of 141.0%.

13. All Other Classes of Service, Table 7.

The combined Sales of Public Street and Highway Lighting and Other Sales to Public Authorities accounted for slightly more than two-tenth of one percent of the total revenue and therm sales to ultimate consumers.

Only two companies with one customer each, reported Public Street and Highway Lighting Sales in 1960. Total revenue of these two companies amounted to \$4,588 during 1960 and \$3,790 in 1959.





The total revenue for both Public Street and Highway Lighting and Other Sales to Public Authorities amounted to \$792,952 in 1960, an increase of 44.3% over 1959 revenues. The therm sales increased from 8,018,400 in 1959 to 10,469,692 in 1960, an increase of 30.6%.



TABLE 1.  
ILLINOIS GAS UTILITIES  
GAS SALES BY CLASS OF SERVICE\*

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1960	1959	% Change	1960	1959	% Change	1960	1959	% Change
Total Gas Operating Revenues	\$360,465,019	\$319,688,421	12.7%	:	:	:	:	:	:
Other Gas Revenues	3,482,246	3,298,972	11.8	:	:	:	:	:	:
Total Gas Sales	356,982,773	316,389,449	12.8	4,304,427,676	4,097,495,111	5.1%	2,189,522	2,123,568	3.1%
Sales to Other Gas	316,307	131,166	141.1	5,747,159	2,384,832	141.0	1	1	0.0
Interdepartmental Sales	1,238,913	1,190,370	4.1	45,080,625	44,160,014	2.1	1	1	0.0
Total Sales to Ultimate Consumers	355,427,553	315,067,913	12.8	4,253,599,892	4,050,950,265	5.0	2,189,521	2,123,566	3.1
Residential Sales, ex. of Space-htg.	53,476,562	56,654,202	-5.6	358,875,660	386,929,766	-7.3	1,043,743	1,141,281	-8.5
Residential Space-heating Sales	197,790,258	163,548,278	20.9	1,894,241,030	1,632,060,782	16.1	1,022,300	865,790	18.1
Total Commercial Sales	34,631,174	28,639,711	20.9	383,187,916	325,442,352	17.7	109,856	103,470	6.3
Industrial Non-interruptible	36,909,893	31,257,426	18.1	595,196,922	507,524,159	17.3	11,640	11,335	2.7
Industrial Interruptible	31,826,714	34,418,930	-7.5	1,011,628,672	1,190,974,806	-15.1	440	413	6.5
All Other Sales	792,952	549,366	44.3	10,469,692	8,018,400	30.6	1,442	1,277	12.9



TABLE 1. (Concluded)  
ILLINOIS GAS UTILITIES  
GAS SALES BY CLASS OF SERVICE\*

	REVENUE PER THERM <u>1960</u>	% TOTAL OPERATING REVENUE <u>1960</u>		% TOTAL SALES TO ULTIMATE CONSUMERS <u>REV.</u> <u>1960</u> <u>THERMS</u>	
Total Gas Operating Revenues		100.00%			
Other Gas Revenues		.97			
Total Gas Sales	8.29¢	99.03			
Sales to Other Gas	5.50	.09			
Interdepartmental Sales	2.75	.34			
Total Sales to Ultimate Consumers	8.36	98.60		100.00%	100.00%
Residential Sales, ex. of Space-htg.	14.90	14.83		15.05	8.43
Residential Space-htg. Sales	10.44	54.87		55.65	44.54
Total Commercial Sales	9.04	9.60		9.74	9.00
Industrial Non-interruptible	6.20	10.23		10.38	13.99
Industrial-interruptible	3.15	8.83		8.96	23.79
All Other Sales	7.57	.22		.22	.25

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\* Nine Large companies - See page 2 for list.



TABLE 2.  
ILLINOIS GAS UTILITIES  
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING

	REVENUE			THERMIS			AVERAGE NUMBER OF CUSTOMERS		
	1960	1959	% Change	1960	1959	% Change	1960	1959	% Change
TOTAL 9 COMPANIES	\$53,476,562	\$56,654,202	-5.6%	: 358,875,660	386,929,766	-7.3%	: 1,043,743	1,111,281	-8.5%
TOTAL 9 COMPANIES, ex. of The Peoples Gas Light & Coke Co.	20,647,649	22,449,996	-8.0	: 140,591,460	156,358,668	-10.1	: 448,447	506,403	-11.4
Cent. Ill. Elec. & Gas Co.	1,286,000	1,330,313	-3.3	: 7,872,891	8,140,973	-3.3	: 27,824	29,019	-4.1
Cent. Ill. Light Co.	646,162	757,534	-14.7	: 5,663,570	6,624,714	-14.5	: 18,691	21,825	-14.4
Cent. Ill. Pub. Ser. Co.	611,629	666,468	-8.2	: 4,210,367	4,453,138	-5.5	: 15,570	17,129	-9.1
Ill. Power Co.	3,656,755	3,826,751	-4.4	: 20,993,627	21,535,486	-2.5	: 75,384	81,559	-7.6
Iowa-Ill. Gas & Elec. Co.	320,649	326,704	-1.9	: 2,703,160	2,827,732	-4.4	: 8,975	9,547	-6.0
Northern Ill. Gas Co.	12,301,708	13,644,748	-9.8	: 85,902,350	98,654,485	-12.9	: 267,106	310,255	-13.9
North Shore Gas Co.	1,600,016	1,671,951	-4.3	: 11,921,752	12,815,383	-7.0	: 29,952	32,060	-6.6
The Peoples Gas Lt. & Coke Co.	32,828,913	34,204,206	-4.0	: 218,284,200	230,571,098	-5.3	: 595,296	634,878	-6.2
Union Elec. Co.	224,730	225,527	-0.4	: 1,323,743	1,306,757	1.3	: 4,945	5,009	-1.3





TABLE 2 (Concluded)  
ILLINOIS GAS UTILITIES  
RESIDENTIAL SALES, EXCLUSIVE OF SPACE-HEATING

	REVENUE PER THERM			THERMS PER CUSTOMER		REVENUE PER CUSTOMER	
	1960	1959		1960	1959	1960	1959
TOTAL 9 COMPANIES							
TOTAL 9 COMPANIES, ex. of							
The Peoples Gas Light & Coke Co.	14.90¢	14.64¢	:	344	339	\$51.23	\$49.64
	14.69	14.36	:	313	309	46.04	44.33
Cent. Ill. Elec. & Gas Co.	16.33	16.34	:	283	281	46.21	45.84
Cent. Ill. Light Co.	11.41	11.43	:	303	304	34.57	34.71
Cent. Ill. Pub. Ser. Co.	14.52	14.97	:	270	260	39.28	38.91
Ill. Power Co.	17.42	17.77	:	278	264	48.50	46.92
Iowa-Ill. Gas & Elec. Co.	11.86	11.55	:	301	296	35.72	34.22
Northern Ill. Gas Co.	14.32	13.83	:	321	318	46.05	43.98
North Shore Gas Co.	13.42	13.05	:	398	400	53.42	52.15
The Peoples Gas Lt. & Coke Co.	15.04	14.83	:	366	363	55.15	53.88
Union Elec. Co.	16.98	17.26	:	268	261	45.44	45.02



TABLE 3.  
ILLINOIS GAS UTILITIES  
RESIDENTIAL SPACE-HEATING SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			
	1960	1959	% Change	1960	1959	% Change	1960	1959	% Change	
TOTAL 9 COMPANIES	\$197,790,258	\$163,548,278	20.9	:	1,894,241,030	1,632,061,782	:	1,022,300	865,790	18.1%
TOTAL 9 COMPANIES, ex. of										
The Peoples Gas Lt. & Coke Co.	128,223,658	102,979,556	24.5	:	1,312,084,982	1,102,707,846	:	685,795	568,066	20.7
Cent. Ill. Elec. & Gas Co.	5,313,018	4,800,434	10.7	:	52,915,258	48,564,323	:	28,475	25,279	12.6
Cent. Ill. Light Co.	11,278,120	10,505,242	7.4	:	142,628,729	135,076,021	:	77,008	71,519	7.7
Cent. Ill. Pub. Ser. Co.	4,358,045	3,900,225	11.7	:	51,936,748	46,086,967	:	29,309	25,949	12.9
Ill. Power Co.	16,380,209	14,393,409	13.8	:	163,040,754	146,101,196	:	99,403	87,137	14.1
Iowa-Ill. Gas & Elec. Co.	4,536,370	4,030,389	12.6	:	53,170,615	48,787,829	:	28,310	25,275	12.0
Northern Ill. Gas Co.	79,715,964	59,952,798	33.0	:	779,428,344	69,471,192	:	393,243	308,037	27.7
North Shore Gas Co.	5,887,050	4,667,224	26.1	:	60,532,526	50,617,429	:	24,891	20,030	24.3
The Peoples Gas Lt. & Coke Co.	69,566,600	60,568,722	14.9	:	582,156,048	529,353,936	:	336,505	297,724	13.0
Union Elec. Co.	754,882	729,835	3.4	:	8,432,008	8,002,889	:	5,156	4,840	6.5



TABLE 3. (Concluded)  
ILLINOIS GAS UTILITIES  
RESIDENTIAL SPACE-HEATING SALES

	REVENUE			THERMS			PER CUSTOMER		PER CUSTOMER	
	PER THERM			PER CUSTOMER			PER CUSTOMER			
	1960	1959		1960	1959		1960	1959		
TOTAL 9 COMPANIES	10.44¢	10.02¢	:	1,853	1,885	:	\$193.47	\$188.90		
TOTAL 9 COMPANIES, ex. of										
The Peoples Gas Lt. & Coke Co.	9.77	9.34	:	1,913	1,941	:	186.93	181.28		
Cent. Ill. Elec. & Gas Co.	10.04	9.88	:	1,858	1,921	:	186.59	189.90		
Cent. Ill. Light Co.	7.91	7.78	:	1,852	1,889	:	146.45	146.89		
Cent. Ill. Pub. Ser. Co.	8.39	8.46	:	1,772	1,776	:	148.69	150.30		
Ill. Power Co.	10.05	9.85	:	1,640	1,677	:	164.79	165.18		
Iowa-Ill. Gas & Elec. Co.	8.53	8.26	:	1,878	1,930	:	160.24	159.46		
Northern Ill. Gas Co.	10.23	9.68	:	1,982	2,011	:	202.71	194.63		
North Shore Gas Co.	9.73	9.22	:	2,432	2,527	:	236.51	233.01		
The Peoples Gas Lt. & Coke Co.	11.95	11.44	:	1,730	1,778	:	206.73	203.44		
Union Elec. Co.	8.95	9.12	:	1,635	1,653	:	146.40	150.79		



TABLE 4.  
ILLINOIS GAS UTILITIES  
TOTAL COMMERCIAL SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS		
	1960	1959	% Change	1960	1959	% Change	1960	1959	% Change
TOTAL 9 COMPANIES									
TOTAL 9 COMPANIES, ex. of	\$34,631,174	\$28,639,711	20.9%	:	383,187,916	325,442,352	17.7%	103,470	6.3%
The Peoples Gas Lt. & Coke Co.	20,975,796	16,526,387	26.9	:	240,635,987	194,704,980	23.6	63,427	10.0
Cent. Ill. Elec. & Gas Co.	865,931	776,596	11.5	:	9,117,421	8,133,215	12.1	2,656	2.6
Cent. Ill. Light Co.	2,493,467	2,315,747	7.7	:	32,930,713	30,005,367	9.7	7,424	7.1
Cent. Ill. Pub. Ser. Co.	1,364,170	1,271,027	7.3	:	18,486,595	17,060,682	8.4	4,475	2.3
Ill. Power Co.	5,478,471	4,893,683	11.9	:	63,604,279	57,279,298	11.0	18,594	3.5
Iowa-Ill. Gas & Elec. Co.	1,348,111	1,083,029	24.5	:	17,063,070	14,062,176	21.3	3,236	6.9
Northern Ill. Gas Co.	8,364,406	5,242,101	59.6	:	88,635,080	58,468,336	51.6	24,948	18.5
North Shore Gas Co.	773,009	681,159	13.5	:	7,400,066	6,670,059	10.9	2,205	6.0
The Peoples Gas Lt. & Coke Co.	13,655,378	12,113,324	12.7	:	142,551,929	130,737,372	9.0	40,196	0.4
Union Elec. Co.	288,231	263,045	9.6	:	3,398,763	3,025,817	12.3	776	4.6





TABLE 4. (Concluded)  
ILLINOIS GAS UTILITIES  
TOTAL COMMERCIAL SALES

	REVENUE PER THERM			THERMS PER CUSTOMER		REVENUE PER CUSTOMER	
	1960	1959		1960	1959	1960	1959
TOTAL 9 COMPANIES	9.04¢	8.80¢	:	3,485	3,145	\$314.95	\$276.79
TOTAL 9 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	8.72	8.49	:	3,449	3,070	300.68	260.56
Cent. Ill. Elec. & Gas Co.	9.50	9.55	:	3,346	3,062	317.77	292.39
Cent. Ill. Light Co.	7.57	7.72	:	4,142	4,042	313.60	311.93
Cent. Ill. Pub. Ser. Co.	7.38	7.45	:	4,131	3,900	304.84	290.59
Ill. Power Co.	8.61	8.54	:	3,420	3,188	294.64	272.39
Iowa-Ill. Gas & Elec. Co.	7.90	7.70	:	4,933	4,346	389.74	334.68
Northern Ill. Gas Co.	9.44	8.97	:	2,997	2,344	282.02	210.12
North Shore Gas Co.	10.45	10.21	:	3,357	3,205	350.57	327.32
The Peoples Gas Lt. & Coke Co.	9.58	9.27	:	3,546	3,265	339.72	302.51
Union Elec. Co.	8.48	8.69	:	4,380	4,078	371.43	354.51



TABLE 5.  
ILLINOIS GAS UTILITIES  
INDUSTRIAL NON-INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1960	1959	% Change	1960	1959	% Change	1960	1959	% Change	1960	1959
TOTAL 9 COMPANIES	\$36,909,893	\$31,257,426	18.1%	595,196,922	507,524,159	17.3%	11,640	11,335	2.7%	6.20¢	6.16¢
TOTAL 9 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	16,687,376	13,810,134	20.8	276,713,348	249,724,217	10.8	4,508	4,169	8.1	6.03	5.53
Cent. Ill. Elec. & Gas Co.	1,424,032	1,448,621	-1.7	20,484,729	21,471,914	-4.6	220	232	-5.2	6.95	6.77
Cent. Ill. Light Co.	628,701	603,586	4.2	15,239,351	15,399,147	-1.0	71	72	-1.4	4.13	3.92
Cent. Ill. Pub. Ser. Co.	45,124	46,817	-3.6	674,498	706,716	-4.6	4	4	0.0	6.69	6.62
Ill. Power Co.	306,956	212,042	44.8	4,007,339	2,886,810	38.8	62	68	-8.8	7.66	7.35
Iowa-Ill. Gas & Elec. Co.	584,406	619,839	-5.7	9,855,300	10,804,365	-8.8	60	59	1.7	5.93	5.74
Northern Ill. Gas Co.	13,301,447	10,493,714	26.7	219,130,691	191,149,649	14.6	3,984	3,633	9.7	6.07	5.49
North Shore Gas Co.	270,159	256,706	5.2	4,495,310	4,473,433	0.5	102	96	6.2	6.00	5.74
The Peoples Gas Lt. & Coke Co.	20,222,517	17,447,292	15.9	318,483,574	257,799,942	23.5	7,132	7,155	-0.1	6.35	6.77
Union Elec. Co.	126,551	128,809	-1.7	2,826,130	2,832,183	-0.2	5	5	0.0	4.48	4.55



TABLE 6.  
ILLINOIS GAS UTILITIES  
INDUSTRIAL INTERRUPTIBLE

	REVENUE			THERMS			AVERAGE			REVENUE	
	1960	1959	% Change	1960	1959	% Change	NUMBER OF CUSTOMERS	% Change	1960	1959	
TOTAL 9 COMPANIES	\$31,826,714	\$34,418,930	-7.5%	1,011,628,672	1,190,973,806	-15.1%	440	6.5%	3.15¢	2.89¢	
TOTAL 9 COMPANIES, ex. of											
The Peoples Gas Lt. & Coke Co.	22,937,102	22,718,822	1.0	717,255,778	779,734,306	-8.0	294	2.4	3.20	2.91	
Cent. Ill. Elec. & Gas Co.	110,632	93,375	18.5	4,064,870	3,887,580	4.6	1	0.0	2.72	2.40	
Cent. Ill. Light Co.	2,055,859	2,221,480	-7.5	61,412,058	72,655,511	-15.5	41	5.1	3.35	3.06	
Cent. Ill. Pub. Ser. Co.	891,043	827,556	7.7	19,494,976	18,324,499	6.4	39	5.0	4.57	4.52	
Ill. Power Co.	3,804,403	3,659,952	3.9	102,530,796	103,227,668	-0.7	129	1.6	3.71	3.55	
Iowa-Ill. Gas & Elec. Co.	388,952	462,103	-15.8	12,398,425	14,519,977	-14.6	9	12.5	3.14	3.18	
Northern Ill. Gas Co.	14,544,001	14,320,822	1.6	483,168,895	531,580,883	-9.1	56	-1.8	3.01	2.69	
North Shore Gas Co.	1,032,835	993,471	4.0	31,188,556	31,663,460	-1.5	15	7.1	3.31	3.14	
The Peoples Gas Lt. & Coke Co.	8,889,612	11,700,108	-24.0	294,372,894	411,239,500	-28.4	146	15.9	3.02	2.85	
Union Elec. Co.	109,377	140,063	-21.9	2,997,202	3,874,728	-22.6	4	0.0	3.65	3.61	



TABLE 7.  
ILLINOIS GAS UTILITIES  
ALL OTHER SALES

	REVENUE			THERMS			AVERAGE		REVENUE	
	1960	1959	% Change	1960	1959	% Change	1960	1959	1960	1959
TOTAL 4 COMPANIES	\$792,952	\$549,366	44.3%	10,469,692	8,018,400	30.6%	1,442	1,277	7.57	6.85
Central Ill. Elec. & Gas Co.	15,680	5,525	183.8	180,841	65,489	176.1	2	1	8.67	8.44
Central Ill. Light Co.	55,834	54,599	2.6	775,617	774,740	0.1	5	5	7.20	7.05
Northern Ill. Gas Co.	718,700	487,165	47.5	9,488,265	7,162,627	32.5	1,434	1,270	7.57	6.80
North Shore Gas Co.	2,738	2,077	31.8	24,969	15,544	60.6	1	1	10.97	13.36





TABLE 8.  
ILLINOIS GAS UTILITIES  
TOTAL SALES TO ULTIMATE CONSUMERS

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1960	1959	% Change	1960	1959	% Change	1960	1959	% Change	1960	1959
TOTAL 9 COMPANIES	\$355,427,553	\$315,067,913	12.8%	4,253,599,892	4,050,950,265	5.0%	2,189,521	2,123,566	3.1%	8.36¢	7.78¢
TOTAL 9 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	210,264,533	179,034,261	17.4	2,697,751,247	2,491,248,117	8.3	1,210,246	1,143,629	5.8	7.79	7.19
Cent. Ill. Elec. & Gas Co.	9,015,293	8,454,864	6.6	94,636,010	90,263,494	4.8	59,247	57,188	3.6	9.53	9.37
Cent. Ill. Light Co.	17,138,143	16,456,198	4.3	258,650,038	260,535,500	-0.7	103,767	100,884	2.9	6.63	6.32
Cent. Ill. Pub. Ser. Co.	7,270,011	6,712,093	8.3	94,803,184	86,632,002	9.4	49,397	47,493	4.0	7.67	7.75
Ill. Power Co.	29,626,794	26,985,837	9.8	354,176,795	331,030,458	7.0	193,572	186,857	3.6	8.36	8.15
Iowa-Ill. Gas & Elec. Co.	7,178,488	6,522,064	10.1	95,190,570	91,002,079	4.6	40,813	38,125	7.1	7.54	7.17
Northern Ill. Gas Co.	128,946,226	104,441,348	23.8	1,665,753,625	1,506,487,172	10.6	695,398	648,200	7.3	7.74	6.91
North Shore Gas Co.	9,565,807	8,272,598	15.6	115,563,179	106,255,308	8.8	57,166	54,282	5.3	8.28	7.79
The Peoples Gas Lt. & Coke Co.	145,163,020	136,033,652	6.7	1,555,848,645	1,559,701,848	-0.2	979,275	979,937	-0.1	9.31	8.72
Union Elec. Co.	1,503,771	1,487,279	1.1	18,977,846	19,042,404	-0.3	10,886	10,600	2.7	7.92	7.81



TABLE 9.  
ILLINOIS GAS UTILITIES  
INTERDEPARTMENTAL SALES

	REVENUE				THERMS				AVERAGE			REVENUE PER THERM		
	1960	1959	% Change		1960	1959	% Change		1960	1959	% Change	1960	1959	
TOTAL 2 COMPANIES	\$1,238,913	\$1,190,370	4.1%	:	45,080,625	44,160,014	2.1%	:	1	1	0.00%	:	2.75¢	2.69¢
Central Ill. Light Co.	3,996	3,368	18.6	:	52,971	45,993	15.2	:	1	1	0.00	:	7.54	6.75
Iowa-Ill. Gas & Elec. Co.	1,234,917	1,187,002	4.0	:	45,027,654	44,114,021	2.1	:	1	1	0.00	:	2.74	2.71

TABLE 10.  
ILLINOIS GAS UTILITIES  
SALES TO OTHER GAS UTILITIES

	REVENUE				THERM'S				AVERAGE			REVENUE PER THERM		
	1960	1959	% Change		1960	1959	% Change		1960	1959	% Change	1960	1959	
Northern Ill. Gas Co.	\$316,307	\$131,166	141.1%	:	5,747,159	2,384,832	141.0%	:	1	1	0.00%	:	5.50¢	5.50¢



TABLE 11.  
ILLINOIS GAS UTILITIES  
TOTAL GAS SALES

	REVENUE			THERMS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER THERM	
	1960	1959	% Change	1960	1959	% Change	1960	1959	% Change	1960	1959
TOTAL 9 COMPANIES	\$356,982,773	\$316,389,449	12.8%	4,304,427,676	4,097,495,111	5.1%	2,189,522	2,123,567	3.1%	8.29¢	7.72¢
TOTAL 9 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	211,819,753	180,355,797	17.4	2,748,579,031	2,537,793,263	8.3	1,210,247	1,143,630	5.8	7.71	7.11
Cent. Ill. Elec. & Gas Co.	9,015,293	8,454,864	6.6	94,636,010	90,263,494	4.8	59,247	57,188	3.6	9.53	9.37
Cent. Ill. Light Co.	17,162,139	16,461,556	4.3	258,703,009	260,581,493	-0.7	103,767	100,884	2.9	6.63	6.32
Cent. Ill. Pub. Ser. Co.	7,270,011	6,712,093	8.3	94,803,184	86,632,002	9.4	49,397	47,493	4.0	7.67	7.75
Ill. Power Co.	29,626,794	26,985,837	9.8	354,176,795	331,030,458	7.0	193,572	186,857	3.6	8.36	8.15
Iowa-Ill. Gas & Elec. Co.	8,413,405	7,709,066	9.1	140,218,224	135,116,100	3.8	40,814	38,126	7.0	6.00	5.71
Northern Ill. Gas Co.	129,262,533	104,272,514	24.0	1,671,500,784	1,508,872,004	10.8	695,398	648,200	7.3	7.73	6.91
North Shore Gas Co.	9,565,807	8,272,588	15.6	115,563,179	106,255,308	8.8	57,166	54,282	5.3	8.28	7.79
The Peoples Gas Lt. & Coke Co.	145,163,020	136,033,652	6.7	1,555,848,615	1,559,701,848	-0.2	979,275	979,925	-0.1	9.33	8.72
Union Elec. Co.	1,503,771	1,487,279	1.1	18,977,846	19,042,404	-0.3	10,886	10,600	2.7	7.92	7.81



TABLE 12.  
ILLINOIS GAS UTILITIES  
OTHER GAS REVENUES

	REVENUE		% Change
	1960	1959	
TOTAL 9 COMPANIES	\$3,482,246	\$3,298,972	5.5%
TOTAL 9 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	2,075,749	1,856,146	11.8
Cent. Ill. Elec. & Gas Co.	109,754	100,222	9.5
Cent. Ill. Light Co.	237,500	194,603	22.0
Cent. Ill. Pub. Ser. Co.	36,538	24,307	50.3
Ill. Power Co.	437,049	441,582	-1.0
Iowa-Ill. Gas & Elec. Co.	120,766	109,762	10.0
North Shore Gas Co.	159,826	143,028	11.7
Northern Ill. Gas Co.	959,101	824,953	16.3
The Peoples Gas Lt. & Coke Co.	1,406,497	1,442,826	-2.5
Union Elec. Co.	15,215	17,689	-14.0





TABLE 13.  
ILLINOIS GAS UTILITIES  
TOTAL GAS OPERATING REVENUE

	REVENUE		% Change
	<u>1960</u>	<u>1959</u>	
TOTAL 9 COMPANIES	\$360,465,019	\$319,688,421	12.7%
TOTAL 9 COMPANIES, ex. of The Peoples Gas Lt. & Coke Co.	213,895,502	182,211,943	17.4
Cent. Ill. Elec. & Gas Co.	9,125,047	8,555,086	6.7
Cent. Ill. Light Co.	17,399,639	16,656,159	4.5
Cent. Ill. Pub. Ser. Co.	7,306,549	6,736,400	8.5
Ill. Power Co.	30,063,843	27,427,419	9.6
Iowa-Ill. Gas & Elec. Co.	8,534,171	7,818,828	9.1
Northern Ill. Gas Co.	130,221,634	105,097,467	23.9
North Shore Gas Co.	9,725,633	8,415,616	15.6
The Peoples Gas Lt. & Coke Co.	146,569,517	137,476,478	6.6
Union Elec. Co.	1,518,986	1,504,968	0.9







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STATE OF ILLINOIS  
Otto Kerner, Governor

ILLINOIS ELECTRIC UTILITIES  
A Comparative Study of 1961 Sales

Research Bulletin No. 66

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Research Bulletin No. 66

ILLINOIS ELECTRIC UTILITIES

A Comparative Study of 1961 Sales

As Reported by the Eight Largest  
Electric Utilities Whose Sales to Ultimate  
Consumers Account for Approximately 98% of the  
Total for the State

ILLINOIS COMMERCE COMMISSION  
Department of Accounts and Finance





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ILLINOIS COMMERCE COMMISSION  
Department of Accounts and Finance  
Springfield, Illinois

Hon. James W. Karber, Chairman  
Illinois Commerce Commission  
Springfield, Illinois

Dear Sir:

I am transmitting to you herewith  
Research Bulletin No. 66 entitled "Illinois  
Electric Utilities, A Comparative Study of  
1961 Sales" prepared by the Accounts and  
Finance Section under the supervision of  
Mr. G. A. Giusti.

Yours very truly,

*J. J. Grooms*

J. J. Grooms  
Chief Accountant



ILLINOIS COMMERCE COMMISSION  
Department of Accounts and Finance  
Springfield, Illinois

Mr. J. J. Grooms, Chief Accountant  
Department of Accounts and Finance  
Illinois Commerce Commission  
Springfield, Illinois

Dear Sir:

This study, Research Bulletin No. 66 entitled "Illinois Electric Utilities, A Comparative Study of 1961 Sales" is herewith transmitted by the Accounts and Finance Section. This Bulletin is a continuation of a permanent and historical record began a number of years ago. It provides an analysis of electric sales reported by the eight largest electric utilities subject to the jurisdiction of the Illinois Commerce Commission.

The textual portion of the study reviews briefly the principal facts derived from the tabulations of the 1961 sales compared with the results for 1960. Also included, is a brief discussion of the important trends in electric sales from 1941 to 1961, inclusive.

The statistical tables form the basic part of this study and constitute a permanent reference in regard to comparative sales by the companies during the past two years.

Yours very truly,

  
G. A. Giusti

Assistant Chief Accountant



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## INTRODUCTORY CONSIDERATIONS

### 1. Scope of Study

This study presents a comparison of 1961 electric sales with those for the year 1960. The State's total electric business is based upon eight of the privately owned electric utilities operating in the State (under the jurisdiction of the Illinois Commerce Commission) which account for approximately 98% of the total. This study, beginning as in Bulletin No. 24, confines itself solely to the sales of those eight companies, viz.:

Central Illinois Electric & Gas Company  
Central Illinois Light Company  
Central Illinois Public Service Company  
Commonwealth Edison Company  
Electric Energy, Inc.  
Illinois Power Company  
Iowa-Illinois Gas & Electric Company  
Union Electric Company

As in all previous similar studies, this continues the policy that no attempt has been made to determine to reasonableness or unreasonableness of the data, but rather to discuss the relationship of such results to the economic factors apparently responsible for their behavior during the period under review.

Data for both 1961 and 1960 are shown throughout these tables, together with computations showing percentage changes of 1961 over 1960 average revenue per kilowatt-hour, kilowatt-hours per customer, and average revenue per customers. The use of ultimate consumer sales as a common denominator for the measurement of electric sales is still used as an indicator for the relative importance of each class of business.

### 2. Sources of Information

The data shown on the various tables is supplied by each of the eight companies heretofore mentioned and is taken from their December 31, 1961 annual report filed with the Illinois Commerce





Commission. These reports are preliminary and are filed subject to audit before the final annual reports are received. Most Adjustments made, if any, are due to a reclassification of sales.

### 3. Accounting Considerations

Note (a) By order dated July 14, 1960, the Illinois Commerce Commission promulgated General Order 180 adopting a Uniform System of Accounts for Electric Utilities which superseded the uniform systems of accounts previously in effect under General Order 102 and 144. General Order 180 became effective January 1, 1962, but also permitted its adoption January 1, 1961.

The new Uniform System of Accounts made certain changes in accounting for revenue of electric utility companies including: (1) the elimination of classifying rural sales, as such, and such sales are included in other classifications; (2) commercial and industrial sales, which have been heretofore set forth as "large power and light sales" and "small power and light sales" by type of commercial establishment, are segregated under General Order 180 on a basis of more or less than 1,000 kw demand.

(3) a new revenue classification "Sales for Resale" which previously was included under "Sales to Public Authorities."

These changes in accounting for companies which adopted General Order 180 effective January 1, 1961, have obviously caused fluctuations between various revenue accounts entirely apart from normal operational changes. The total sales to all consumers is affected only by normal operating increases or decreases, and percentages are shown for such total sales. Where the designation "See Note (a) on Page 2" appears, no percentage calculations are shown because the amounts included in the various revenue accounts are not segregated on a basis properly comparable with prior years.

### 4. Other Considerations

A few interpretative comments in the text are made to explain the behavior of the sales and trends of the figures shown; other than this, no comment is made as to the relations shown for each company or the many factors influencing each.



## ELECTRIC SALES BY CLASSES OF SERVICE

### 1. COMPARATIVE CONSOLIDATED SUMMARY, Table 1.

The data shown by this table summarizes the integrate sales of the eight companies considered by this study according to the classifications of energy sold and other electrical and miscellaneous revenue. Included in this summarization, the percentage change is shown comparatively for each particular class, as to comparison, for the years 1961 and 1960. In addition, the average revenue per kilowatt-hour is shown together with the percentage relationship each classification of revenue to the total sales to ultimate consumers and to total operating revenue.

The outstanding facts revealed by this table are discussed in detail for the more important revenue accounts that follow, including a discussion of total electric operating revenue and total sales to ultimate consumers.

### 2. TOTAL ELECTRIC OPERATING REVENUE, Table 14.

In 1961 the eight companies' aggregate revenue from electric operations in Illinois amounted to \$737,124,553, as compared to \$705,960,365 in 1960, showing an increase of 4.4%. The total revenue of the eight companies, exclusive of Commonwealth Edison Company recorded an increase of 3.4%. During this same period of comparison all of the eight companies showed increases ranging from a low of 0.2% for Electric Energy, Inc. to a high of 4.9% for Commonwealth Edison Company.

### 3. TOTAL SALES TO ULTIMATE CONSUMERS.

#### (a) Comparative Sales, 1961-1960, Table 9.

In 1961, the total number of ultimate customers of electricity in Illinois amounted to 3,017,035, a gain of 1.6% over the 1960 total of 2,970,612. Revenue from sales to ultimate consumers advanced 4.5% or from \$681,193,102 in 1960 to \$711,735,546 in 1961, while kilowatt-hour sales, increased from 37,642,357,967 in 1960 to 39,221,335,323 in 1961 a gain of 4.2%.

In 1961, Commonwealth Edison Company's average number of customers totalled 2,090,856 and in 1960, 2,054,349 an increase of 1.8%. Ultimate





consumer sales revenue for Commonwealth Edison Company in 1961 was in excess of \$482 million which is an increase of 5.0% over the \$459 million reported in 1960.

Extended analysis of total sales to ultimate consumers indicates that seven companies reported increases percentagewise in total sales in 1961 over 1960.

This study indicates that revenue increased at a more rapid pace than kilowatt-hour sales for the year 1961 as compared with 1960. This fact would indicate a slight increase in revenue per kilowatt-hour for the total of the eight companies.

In 1961, five of the eight companies reported average revenue per kilowatt-hour in excess of 2.0¢, Central Illinois Electric and Gas Company's average of 2.31¢ being the highest, while Electric Energy, Inc. average of 0.39¢ was the lowest.

The following table indicates some variation in the rate of change for individual companies in average revenue per kilowatt-hour since 1947:

Average Revenue Per Kilowatt-Hour  
from  
Total Sales to Ultimate Consumers

	<u>1961</u>	<u>1947</u>	<u>% Change 1961 over 1947</u>
Total 8 Companies	1.81¢	1.89¢	-4.2%
Total 8 Companies, ex. of Commonwealth Edison Co.	1.39	1.93	-28.0
Central Ill. Elec. & Gas Co.	2.31	2.27	1.8
Central Ill. Light Co.	1.82	1.58	15.2
Central Ill. Pub. Ser. Co.	2.24	2.61	14.2
Commonwealth Edison Co.	2.11	1.85	14.0
Illinois Power Co.	2.21	2.16	2.3
Iowa-Ill. Gas & Elec. Co.	2.27	1.94	17.0
Union Elec. Co.	1.34	1.19	12.6
Electric Energy, Inc.	0.39	-	-

Due to the fact that Electric Energy, Inc. with a low average of 0.39¢ per kilowatt-hour was not in business in 1947 the average revenue per kilowatt-hour for all eight companies for 1961 is not comparable to that of 1947.



(b) Long Term Trends, 1941-1961, Table 15.

Kilowatt-hour Sales to Ultimate Consumers rose from 9,196 million in 1941 to 39,341 million in 1961, a gain of 427.8%, while revenue showed an increase of 416.1% for the same period of comparison. This would indicate that the kilowatt-hour sales for 1961 is almost five times the amount sold in 1941, while the revenue has more than quadrupled.

The average revenue per kilowatt-hour decreased from 2.06¢ in 1941 to 1.81¢ in 1961, this is a 12 percent decrease percentagewise.

In 1941 there were approximately 1,998,000 customers which have increased in 1961 to 3,017,000 customers, a gain of 51.0%. There has been a gradual increase in customer count each year since 1941.

As stated heretofore in the introductory portion of this study, Total Sales to Ultimate Consumers, Table 9, provides the basic data for showing computations of the percentage of relationship of each class of consumer sales to total sales to ultimate consumers. This practice has been continued for the purpose of this study and was done to overcome deficiencies of total electric operating revenue as common denominator for measuring the relative importance of consumer sales, which is heavily weighted by sales to other electric utilities for resale. Total Sales to Ultimate Consumers does not include sales to other electric utilities for resale, nor Interdepartmental Sales, consequently a comparison of any class of consumer sales to total sales to ultimate consumers must result in a more accurate ratio of the relative importance of each class of business.

4. RESIDENTIAL SALES

(a) Comparative Sales, 1961-1960, Table 2.

Residential Sales in 1961 continued to rise. Revenue from the combined residential sales of the seven companies totalled \$258,709,024 in 1961 compared to the total \$239,231,921 for 1960. Kilowatt-hour sales showed a total of 8,659,453,141 in 1961 and 7,917,551,444 in 1960.

During this period, all companies reported increases individually for revenue and kilowatt-hour sales. In addition, all companies showed increases in the number of customers served, the totals of which rose from 2,572,425 in 1960 to 2,657,785 in 1961.

In 1960, the average revenue per kilowatt-hour amounted to 3.02¢ and to 2.99¢ in 1961 for the total of all companies. All companies





reported decreases in average revenue per kilowatt-hour; Central Illinois Light Company recorded the lowest average revenue per kilowatt-hour of 2.44¢ and Central Illinois Public Service Company reported a high of 3.26¢ which represents a difference of 0.82¢ per kilowatt-hour. The Central Illinois Light Company's average of 2.44¢ per kilowatt-hour was 0.55¢ below the State average.

In 1960, the average usage was 3,078 kilowatt-hours per customer and in 1961 the usage rose to 3,258. All companies reported increases in usage per customer over the previous year. The individual companies show considerable variation as regards the average usage by residential customers with Central Illinois Light Company recording the highest usage of 3,663 kilowatt-hours, while Iowa-Illinois Gas and Electric Company reported a low of 2,894, however the revenue and kilowatt-hours were both affected to some extent by the factors in Note (a) on Page 2.

(b) Long Term Trends, 1941-1961, Table 15.

The trend in the residential sales of electrical energy during the past twenty-one years has been steadily upward.

Since 1941 revenue from residential sales grew from \$62 million to \$258 million in 1961, an increase of 316.1%. The number of kilowatt-hours during the same period rose from 1,604 million to 8,659 million, a gain of 439.8%. For the same period of comparison customers have increased from 1,673 thousand to 2,658 thousand, an increase of 58.9%.

A comparison of the average revenue per kilowatt-hour by individual companies for the years 1929 and 1961 is presented in the following summary:

	Average Revenue Per Kilowatt-Hour from Residential Sales		
	<u>1961</u>	<u>1929</u>	<u>% Change from 1929</u>
Total 7 Companies	2.99¢	5.83¢	-48.7%
Total 7 Companies, ex. of Commonwealth Edison Co.	2.94	7.63	-61.5
Cent. Ill. Elec. & Gas Co.	2.79	6.25	-55.4
Cent. Ill. Light Co.	2.44	5.92	-58.8
Cent. Ill. Pub. Ser. Co.	3.26	7.86	-58.5
Commonwealth Edison Co.	3.00	4.73	-36.6
Iowa-Ill. Gas & Elec. Co.	2.83	7.90	-64.2
Union Elec. Co.	2.56	5.32	-51.9
Ill. Power Co.	3.05	8.60	-64.5



Although the preceding table reveals a marked decline in average revenue per kilowatt-hour for each individual company, it must not be assumed the companies received less revenue from this class of business, as the increased use per customer more than offset the decline in average unit revenue. All but one of the companies recorded decreases in revenue per kilowatt-hour of more than 50.0%, the one company recorded a decline of 36.6%, the decreases of the other six companies ranged from 51.9% to 64.5%. However, it should be noted that Commonwealth Edison Company was considerably below the average of the other companies for the year 1929.

The average revenue per kilowatt-hour for all seven companies decreased from 5.83¢ in 1929 to 2.99¢ in 1961 and when Commonwealth Edison Company's residential sales are excluded from the totals for all companies, the average revenue per kilowatt-hour during the same period of comparison decreased from 7.63¢ to 2.94¢.

The following table presents 1929 and 1961 data relating to average annual revenue per customer for each of the seven companies reporting residential service. For all companies the average revenue per customer increased from \$30.85 in 1929 to \$97.34 in 1961, an increase of 215.4%.

Union Electric Power Company's average annual revenue per customer rose from \$22.82 in 1929 to \$94.10 in 1961, a gain of 312.3%, which represents the largest increase recorded by all companies, whereas Iowa-Illinois Gas and Electric Company's gain of only 146.1% during the same period was the lowest. It must be noted however, that Union Electric Company's average revenue per customer was considerably below the State average for the year 1929, while the average of Iowa-Illinois Gas & Electric Company was about 10% above the State average.

Average Annual Revenue Per Customer  
from  
Residential Sales

	<u>1961</u>	<u>1929</u>	<u>% Change from 1929</u>
Total 7 Companies	\$97.34	\$30.85	215.4%
Total 7 Companies, ex. of Commonwealth Edison Co.	101.24	33.15	205.4
Cent. Ill. Elec. & Gas Co.	95.83	31.63	203.0
Cent. Ill. Light Co.	89.43	30.30	195.1
Cent. Ill. Pub. Ser. Co.	100.85	30.22	233.7
Commonwealth Edison Co.	95.70	28.87	231.5
Ill. Power Co.	110.15	29.52	273.1
Iowa-Ill. Gas & Elec. Co.	81.84	33.26	146.1
Union Elec. Co.	94.10	22.82	312.3





Residential usage per customer in Illinois increased from 529 kilowatt-hours in 1929 to the all time high of 3,258 kilowatt-hours in 1961, a gain of 515.8%. Individual company results of the changes in residential usages since 1929 are summarized as follows:

Average Annual Consumption Per Customer  
from  
Residential Sales

	<u>1961</u>	<u>1929</u>	<u>% Change from 1929</u>
Total 7 Companies	3,258	529	515.8%
Total 7 Companies, ex. of Commonwealth Edison Co.	3,441	435	691.0
Cent. Ill. Elec. & Gas Co.	3,440	506	579.8
Cent. Ill. Light Co.	3,663	512	615.4
Cent. Ill. Pub. Ser. Co.	3,098	384	706.8
Commonwealth Edison Co.	3,181	611	420.6
Ill. Power Co.	3,614	343	953.6
Iowa-Ill. Gas & Elec. Co.	2,894	421	587.4
Union Elec. Co.	3,670	429	755.4

(c) Percentage Relationship to Total Sales to Ultimate Consumers.

The significance of total sales to ultimate consumers as a more logical and informative common denominator for measuring the importance of different classes of electric sales is again illustrated by the fact that in 1961 residential revenue accounted for 36.4% of total revenue received from sales to ultimate consumers, whereas in relationship to total operating revenue it was 35.1%, the latter percentage reflecting the weight of revenue received from sales to other electric corporations for resale. The total residential kilowatt-hour sales in 1961 for all companies accounted for 22.1% of the total kilowatt-hours sold to ultimate consumers.

5. LARGE POWER AND LIGHT SALES

(a) Comparative Sales, 1961-1960, Table 4.

Although large power and light sales accounted for 21.3% of the total physical volume of sales to ultimate consumers, the revenue from this source accounted for 20.6% of the total operating revenue. See Note (a) on Page 2.

(b) Percentage Relationship to Total Sales to Ultimate Consumers.

In 1961 Large Power and Light revenue accounted for 21.3% of the total sales to ultimate consumers, while the kilowatt-hour ratio of this class of service was 32.6%.



(c) Long Term Trends, 1941-1961, Table 15.

The following summary pertains to all companies' total aggregate sales to large power and light customers from 1941 to 1961, both inclusive:

Large Power and Light Sales

	<u>Revenue (Millions)</u>	<u>Kilowatt- Hours (Billions)</u>	<u>Customers</u>	<u>Revenue Per Kilowatt-Hour</u>
1941	59	4,853	6,092	1.33 <del>4</del>
1942	67	5,610	6,377	1.24
1943	76	6,840	6,532	1.19
1944	84	7,644	6,869	1.23
1945	83	7,270	7,396	1.14
1946	77	6,278	7,349	1.23
1947	89	7,250	7,598	1.22
1948	100	7,998	7,977	1.25
1949	102	7,894	8,363	1.29
1950	95 <u>1/</u>	8,177 <u>1/</u>	4,481 <u>1/</u>	1.16
1951	104	9,190	4,661	1.13
1952	108	9,523	4,907	1.14
1953	120	10,009	22,073 <u>1/</u>	1.20
1954	127	9,748	22,473	1.30
1955	144	11,399	22,725	1.26
1956	154	12,248	23,038	1.26
1957	161	12,540	23,277	1.28
1958	164	12,112	23,538	1.35
1959	187	13,781	23,681	1.36
1960	195	14,312	23,226	1.36
1961	152 <u>2/</u>	12,790 <u>2/</u>	3,703 <u>2/</u>	1.19 <u>2/</u>

The foregoing summary reveals the fact that revenue, kilowatt-hour sales and customers have more than tripled since 1941.

6. Small Power and Light Sales, 1961-1960, Table 5.

This class includes service rendered to commercial establishments, such as stores, shops, office buildings, restaurants, hotels, clubs, theatres, hospitals, garages, warehouses, etc.

Small power and light sales has continued a steady increase for the past twenty years. Revenue has increased from 33 million dollars in 1934 to over 240 million dollars in 1961, while kilowatt-hour sales has more than quadrupled during the same period. For the year 1961 revenue in this class of service accounted for 33.7% of total sales to ultimate consumers and the physical volume of sales accounted for 23.3% of the ultimate consumer kilowatt-hour sales. See Note (a) on Page 2.

1/ Figures revised in 1950 due to a reclassification of customers by Commonwealth Edison Company, also revised in 1953.

2/ See Note (a) on Page 2.





## 7. OTHER SALES TO PUBLIC AUTHORITIES

### (a) Comparative Sales, 1961-1960, Table 7.

This class of service includes sales to municipalities or other governmental agencies under special contracts or agreements.

Prior to 1953, this class of service accounted for only 2.2% and 3.4% of total sales to ultimate consumers in revenue and kilowatt-hours, respectively. For the year 1961, this class accounted for 6.2% of revenue and 19.4% of kilowatt-hour sales of the total sales to ultimate consumers. This large increase is due to the operation of a comparatively new company, the Electric Energy, Incorporated. This new company supplied over 6 billion kilowatt-hours to one customer, the Atomic Energy Commission, which was approximately 84% of the total for all eight companies reporting this class of service for 1961.

## 8. OTHER CLASSES OF SALES

### (a) Comparative Sales, 1961-1960, Tables 3, 6, 8, 10, 11 and 12.

The textual portion of this study has thus far considered only Total Electric Operating Revenue, Residential or Domestic Sales, Large Power and Light Sales, Other Sales to Public Authorities, Small Power and Light Sales and Total Sales to Ultimate Consumers, however, detailed statistical tabulations are included herein for all other classes of sales showing in detail all pertinent data, which, in the aggregate, contribute a substantial share of the total sales to ultimate consumers as well as the total aggregate operating revenue of the companies under consideration.

These classes of business together with those revenue accounts comprising other electric operating revenues, such as rent from electric property, forfeited discount and penalties, etc., are not discussed for the purpose of this study. It perhaps is appropriate to state, however, that most of them reported increases in their revenue and kilowatt-hour sales, excepting Rural Sales and Sales to Railroads and Railways in 1961 as compared to the previous year.



TABLE 1.  
ILLINOIS ELECTRIC UTILITIES  
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	<u>1961</u>	<u>1960</u>	% Change	<u>1961</u>	<u>1960</u>	% Change	<u>1961</u>	<u>1960</u>	% Change
Total Electric Operating Revenue	\$737,124,553	\$705,960,365	4.4%						
Other Electric Revenue	5,854,209	5,573,192	5.4						
Total Sales of Electric Energy	731,270,345	700,387,173	4.4 :	42,345,368,574	40,679,734,329	4.1% :	3,017,192	2,970,772	1.6%
Interdepartmental Sales	83,849	80,236	4.5 :	4,108,031	3,931,773	4.5 :	-	-	-
Sales to Other Electric Utilities	19,450,948	19,113,835	1.8 :	3,119,875,220	3,033,444,589	2.8 :	157	160	-1.9
Total Sales to Ultimate Consumers	711,735,546	681,193,102	4.5 :	39,221,335,323	37,642,357,967	4.2 :	3,017,035	2,970,612	1.6
Residential or Domestic Sales	258,709,024	239,231,921	(a) - :	8,659,453,141	7,917,551,444	(a) - :	2,657,785	2,572,425	(a) -
Rural Sales	3,446,973	11,082,276	(a) - :	135,344,032	383,622,434	(a) - :	22,163	65,971	(a) -
Large Power & Light Sales	151,679,137	194,810,106	(a) - :	12,790,226,158	14,312,028,834	(a) - :	3,703	23,226	(a) -
Small Power & Light Sales	240,329,169	180,970,443	(a) - :	9,145,358,683	6,684,221,548	(a) - :	324,739	300,600	(a) -
Pub. St. & Highway Lighting Sales	7,396,812	6,522,603	13.4 :	434,288,930	393,915,854	10.2 :	1,936	1,615	19.9
Other Sales to Public Authorities	44,174,098	42,580,490	3.7 :	7,657,890,526	7,544,397,195	1.5 :	6,705	6,771	-0.1
Sales to Railroads and Railways	6,022,696	5,995,263	0.4 :	398,773,853	406,620,658	-1.9 :	4	4	0.0

See note (a) on Page 2



TABLE 1. (Concluded)  
ILLINOIS ELECTRIC UTILITIES  
SUMMARY OF ELECTRIC SALES BY CLASS OF SERVICE

	REVENUE PER KWH		% TOTAL OPERATING REVENUE		% OF TOTAL SALES TO ULT. CONS.	
	1961		1961		REV.	KWH
Total Electric Operating Revenue			100.00%			
Other Electric Revenue			0.79			
Total Sales of Electric Energy	1.73¢		99.21			
Interdepartmental Sales	-		.01			
Sales to Other Electric Utilities	0.62		2.64			
Total Sales to Ultimate Consumers	1.81		96.56		100.00%	100.00%
Residential or Domestic Sales	(a) -		35.10		36.35	22.08
Rural Sales	(a) -		0.47		.48	.35
Large Power & Light Sales	(a) -		20.57		21.31	32.60
Small Power & Light Sales	(a) -		32.60		33.77	23.31
Pub. St. & Highway Lighting Sales	1.70		1.00		1.04	1.11
Other Sales to Public Authorities	0.58		6.00		6.20	19.53
Sales to Railroads and Railways	1.51		0.82		.85	1.02

See note (a) on Page 2





TABLE 2.  
ILLINOIS ELECTRIC UTILITIES  
RESIDENTIAL OR DOMESTIC SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS				
	1961	1960	% Change	1961	1960	% Change	1961	1960	% Change		
TOTAL 7 COMPANIES	\$258,709,024	\$239,231,921	(a) -	:	8,659,453,141	7,917,551,444	(a) -	:	2,657,785	2,572,425	(a) -
TOTAL 7 COMPANIES, ex. of Commonwealth Edison	79,603,309	70,088,382	(a) -	:	2,705,988,975	2,365,938,162	(a) -	:	786,276	735,860	(a) -
Cent. Ill. Elec. & Gas Co.	6,787,817	6,524,344	4.0	:	242,942,000	231,204,796	5.1	:	70,833	69,643	1.7
Cent. Ill. Light Co.	9,035,128	8,681,451	4.0	:	370,071,195	352,323,607	5.0	:	101,029	99,901	1.1
Cent. Ill. Pub. Ser. Co.	20,328,434	19,570,403	3.9	:	624,390,666	593,859,055	5.1	:	201,562	199,769	0.9
Commonwealth Edison Co.	179,105,715	169,143,539	5.9	:	5,953,464,166	5,551,613,282	7.2	:	1,871,609	1,836,565	1.9
Ill. Power Co.	34,728,924	27,976,368	(a) -	:	1,139,288,559	915,171,032	(a) -	:	315,279	278,873	(a) -
Iowa-Ill. Gas & Elec. Co.	3,001,463	2,856,488	5.1	:	106,117,509	100,353,148	5.7	:	36,673	35,996	1.9
Union Elec. Co.	5,721,543	4,479,328	(a) -	:	223,179,046	173,026,524	(a) -	:	60,800	51,678	(a) -

See note (a) on Page 2.





TABLE 2. (Concluded)  
ILLINOIS ELECTRIC UTILITIES  
RESIDENTIAL OR DOMESTIC SALES

	REVENUE PER KWH			KWH PER CUSTOMER			REVENUE PER CUSTOMER	
	1961	1960		1961	1960		1961	1960
TOTAL 7 COMPANIES	2.99¢	3.02¢	:	3,258	3,078	:	\$97.34	\$93.00
TOTAL 7 COMPANIES, ex. of Commonwealth Edison Co.	2.94	2.96	:	3,441	3,215	:	101.24	95.25
Cent. Ill. Elec. & Gas Co.	2.79	2.82	:	3,440	3,320	:	95.83	93.68
Cent. Ill. Light Co.	2.44	2.46	:	3,663	3,527	:	89.43	86.90
Cent. Ill. Pub. Ser. Co.	3.26	3.30	:	3,098	2,973	:	100.85	97.96
Commonwealth Edison Co.	3.00	3.05	:	3,181	3,023	:	95.70	92.10
Ill. Power Co.	3.05	3.06	:	3,614	3,282	:	110.15	100.32
Iowa-Ill. Gas & Elec. Co.	2.83	2.85	:	2,894	2,788	:	81.84	79.35
Union Elec. Co.	2.56	2.59	:	3,670	3,348	:	94.10	86.68

See note (a) on Page 2.



TABLE 3.  
ILLINOIS ELECTRIC UTILITIES  
RURAL SALES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS		
	<u>1961</u>	<u>1960</u>	<u>% Change</u>	<u>1961</u>	<u>1960</u>	<u>% Change</u>	<u>1961</u>	<u>1960</u>	<u>% Change</u>
TOTAL 5 COMPANIES	\$3,446,973	\$11,082,276	(a) - %	: 135,344,032	383,622,434	(a) - %	: 22,163	65,971	(a) - %
Cent. Ill. Elec. & Gas Co.	1,206,262	1,185,534	1.7	: 41,625,000	40,106,659	3.8	: 6,209	6,269	-0.9
Cent. Ill. Light Co.	1,363,201	1,368,967	-0.4	: 62,999,408	62,952,012	0.8	: 8,927	9,042	-1.3
Ill. Power Co.	(a) None	6,386,943	(a) -	: (a) None	201,084,675	(a) -	: (a) None	34,802	(a) -
Iowa-Ill. Gas & Elec. Co.	877,510	842,644	4.1	: 30,719,624	29,157,412	5.4	: 7,027	6,960	1.0
Union Elec. Co.	(a) None	1,298,188	(a) -	: (a) None	50,321,676	(a) -	: (a) None	8,898	(a) -

See note (a) on Page 2.



TABLE 3. (Concluded)  
ILLINOIS ELECTRIC UTILITIES  
RURAL SALES

	REVENUE PER KWH			KWH PER CUSTOMER			REVENUE PER CUSTOMER	
	<u>1961</u>	<u>1960</u>		<u>1961</u>	<u>1960</u>		<u>1961</u>	<u>1960</u>
TOTAL 5 COMPANIES	2.55¢	2.89¢	:	6,106	5,815	:	\$155.52	\$167.99
Cent. Ill. Elec. & Gas Co.	2.90	2.96	:	6,704	6,398	:	194.28	189.11
Cent. Ill. Light Co.	2.16	2.17	:	7,057	6,962	:	152.70	151.40
Ill. Power Co.	(a) -	3.18	:	(a) -	5,778	:	(a) -	183.52
Iowa-Ill. Gas & Elec. Co.	2.86	2.89	:	4,372	4,189	:	124.88	121.07
Union Elec. Co.	(a) -	2.58	:	(a) -	5,655	:	(a) -	145.90

See note (a) on Page 2.



TABLE 4.  
ILLINOIS ELECTRIC UTILITIES  
LARGE POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	<u>1961</u>	<u>1960</u>	% Change	<u>1961</u>	<u>1960</u>	% Change	<u>1961</u>	<u>1960</u>	% Change	<u>1961</u>	<u>1960</u>
TOTAL 7 COMPANIES	\$151,679,137	\$194,810,106	(a) - %	: 12,790,226,158	14,312,028,834	(a) - %	: 3,703	23,226	(a) - %	: (a)	1.19¢
TOTAL 7 COMPANIES, ex. of Commonwealth Edison Co.	68,218,799	68,413,445	(a) -	: 4,712,617,711	5,252,879,513	(a) -	: 3,179	3,282	(a) -	: 1.45	1.36¢
Cent. Ill. Elec. & Gas Co.	2,618,330	5,085,976	(a) -	: 183,017,000	314,577,589	(a) -	: 20	252	(a) -	: (a)	2.93
Cent. Ill. Light Co.	10,310,563	9,701,641	6.3	: 740,026,618	696,038,574	6.3	: 644	628	2.5	: 1.39	1.39
Cent. Ill. Pub. Ser. Co.	17,362,641	16,980,528	2.3	: 1,271,541,193	1,246,575,011	2.0	: 1,339	1,311	2.1	: 1.36	1.36
Commonwealth Edison Co.	83,463,038	126,396,661	(a) -	: 7,502,843,869	9,059,149,321	(a) -	: 524	19,944	(a) -	: (a)	1.40
Ill. Power Co.	24,256,685	23,561,271	3.0	: 1,740,568,244	1,682,166,433	3.5	: 877	825	6.3	: 1.39	1.40
Iowa-Ill. Gas & Elec. Co.	2,477,275	2,180,845	13.6	: 159,913,659	140,393,373	13.9	: 126	103	22.3	: 1.55	1.55
Union Elec. Co.	11,168,242	10,903,184	2.4	: 1,192,315,575	1,173,128,533	1.6	: 173	163	6.1	: 0.94	0.93

See note (a) on Page 2.





TABLE 5.  
ILLINOIS ELECTRIC UTILITIES  
SMALL POWER & LIGHT

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	<u>1961</u>	<u>1960</u>	% Change	<u>1961</u>	<u>1960</u>	% Change	<u>1961</u>	<u>1960</u>	% Change	<u>1961</u>	<u>1960</u>
TOTAL 7 COMPANIES	\$240,329,169	\$180,970,443	(a) - %	9,145,358,683	6,684,221,548	(a) - %	: 324,739	300,600	(a) - %	: 2.63¢	2.71¢
TOTAL 7 COMPANIES, ex. of Commonwealth Edison Co.	48,736,851	43,120,855	(a) -	1,597,601,798	1,357,517,405	(a) -	: 112,956	109,466	(a) -	: 3.05	3.18
Cent. Ill. Elec. & Gas Co.	7,009,658	4,123,503	(a) -	288,251,000	131,985,652	(a) -	: 8,386	8,085	(a) -	: 2.43	3.12
Cent. Ill. Light Co.	4,782,000	4,639,403	3.1	176,713,961	173,028,400	2.1	: 13,402	13,233	1.3	: 2.70	2.68
Cent. Ill. Pub. Ser. Co.	12,628,575	12,185,996	3.6	335,556,637	321,999,465	4.2	: 34,583	34,552	0.1	: 3.76	3.78
Commonwealth Edison Co.	191,592,318	137,849,588	(a) -	7,547,756,885	5,326,704,143	(a) -	: 211,783	191,134	(a) -	: 2.54	2.59
Ill. Power Co.	18,594,259	16,827,326	10.5	601,246,759	544,122,812	10.5	: 44,533	42,362	5.1	: 3.09	3.09
Iowa-Ill. Gas & Elec. Co.	2,275,047	2,351,578	-0.3	82,821,107	85,660,991	-0.3	: 5,540	5,609	-0.1	: 2.75	2.75
Union Elec. Co.	3,447,312	2,993,049	15.2	113,012,334	100,720,085	12.2	: 6,512	5,625	15.7	: 3.05	2.97

See note (a) on Page 2.



TABLE 6.  
ILLINOIS ELECTRIC UTILITIES  
PUBLIC STREET & HIGHWAY LIGHTING

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	<u>1961</u>	<u>1960</u>	<u>% Change</u>	<u>1961</u>	<u>1960</u>	<u>% Change</u>	<u>1961</u>	<u>1960</u>	<u>% Change</u>	<u>1961</u>	<u>1960</u>
TOTAL 7 COMPANIES											
TOTAL 7 COMPANIES, ex. of Commonwealth Edison Co.	\$7,396,812	\$6,522,603	13.4%	: 434,288,930	393,915,854	10.2%	: 1,936	1,615	19.9%	: 1.70¢	1.65¢
	2,059,372	1,910,550	7.8	: 72,457,052	68,985,484	5.0	: 940	926	1.5	: 2.84	2.77
Cent. Ill. Elec. & Gas Co.	185,296	178,659	3.7	: 7,702,000	7,479,818	3.0	: 65	66	-0.1	: 2.40	2.39
Cent. Ill. Light Co.	351,268	332,020	5.8	: 13,587,718	12,786,086	6.3	: 65	65	0.0	: 2.59	2.60
Cent. Ill. Pub. Ser. Co.	578,210	527,424	9.6	: 22,568,168	21,466,990	5.1	: 393	390	0.7	: 2.56	2.46
Commonwealth Edison Co.	5,337,440	4,612,053	15.7	: 361,831,878	324,930,370	11.3	: 996	689	44.5	: 1.47	1.42
Ill. Power Co.	523,041	477,324	9.6	: 19,032,477	17,517,332	8.6	: 375	363	3.3	: 2.75	2.72
Iowa-Ill. Gas & Elec. Co.	160,310	153,697	4.3	: 4,132,756	4,202,049	-1.6	: 12	12	0.0	: 3.88	3.66
Union Elec. Co.	261,247	241,426	8.2	: 5,433,933	5,533,209	-1.8	: 30	30	0.0	: 4.80	4.36



TABLE 7.  
ILLINOIS ELECTRIC UTILITIES  
OTHER SALES TO PUBLIC AUTHORITIES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	<u>1961</u>	<u>1960</u>	<u>% Change</u>	<u>1961</u>	<u>1960</u>	<u>% Change</u>	<u>1961</u>	<u>1960</u>	<u>% Change</u>	<u>1961</u>	<u>1960</u>
TOTAL 8 COMPANIES	\$44,174,098	\$42,580,490	3.7%	7,657,890,526	7,544,397,195	1.5%	6,705	6,771	-0.1%	0.58¢	0.56¢
TOTAL 8 COMPANIES, ex. of Commonwealth Edison Co.	26,964,530	27,001,071	-0.1	6,584,848,529	6,590,972,381	-0.1	765	758	0.9	0.41	0.41
Cent. Ill. Elec. & Gas Co.	416,970	356,564	16.9	24,690,000	20,642,062	19.6	219	201	9.0	1.69	1.73
Cent. Ill. Light Co.	173,311	158,029	9.7	9,123,286	8,255,892	10.5	68	64	6.2	1.90	1.91
Cent. Ill. Pub. Ser. Co.	459,798	433,643	6.0	36,285,112	34,097,941	6.4	227	261	-13.0	1.27	1.27
Commonwealth Edison Co.	17,209,568	15,579,419	10.5	1,073,041,997	953,424,814	12.5	5,940	6,013	-0.1	1.60	1.63
Elec. Energy, Inc.	24,977,007	25,179,920	-0.1	6,436,063,473	6,454,661,422	-0.1	1	1	0.0	0.39	0.39
Ill. Power Co.	532,284	499,481	6.6	57,232,973	53,666,222	6.6	232	214	8.4	0.93	0.93
Iowa-Ill. Gas & Elec. Co.	382,394	352,886	8.4	20,084,092	18,416,384	9.0	7	7	0.0	1.90	1.92
Union Elec. Co.	22,766	20,548	10.7	1,369,593	1,232,458	11.1	11	10	10.0	1.66	1.67



TABLE 8.  
ILLINOIS ELECTRIC UTILITIES  
SALES TO RAILROADS & RAILWAYS

	REVENUE		KILOWATT-HOURS		AVERAGE NUMBER OF CUSTOMERS		REVENUE PER KWH	
	<u>1961</u>	<u>1960</u>	<u>1961</u>	<u>1960</u>	<u>1961</u>	<u>1960</u>	<u>1961</u>	<u>1960</u>
Commonwealth Edison Co.	\$6,022,696	\$5,995,263	398,773,853	406,620,658	4	4	1.51¢	1.47¢
		0.4%		-1.9%			0.0%	
		<u>% Change</u>		<u>% Change</u>				





TABLE 9.  
ILLINOIS ELECTRIC UTILITIES  
TOTAL SALES TO ULTIMATE CONSUMERS

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1961	1960	% Change	1961	1960	% Change	1961	1960	% Change	1961	1960
TOTAL 8 COMPANIES	\$711,735,546	\$681,193,102	4.5%	39,221,335,323	37,642,357,967	4.2%	3,017,035	2,970,612	1.6%	1.81¢	1.81¢
TOTAL 8 COMPANIES, ex. of Commonwealth Edison Co.	229,004,772	221,615,579	3.3	16,383,622,675	16,019,915,379	2.3	926,179	916,263	1.1	1.39	1.38
Cent. Ill. Elec. & Gas Co.	18,224,333	17,454,580	4.4	788,227,000	745,996,576	5.6	85,732	84,516	1.4	2.31	2.34
Cent. Ill. Light Co.	26,015,471	24,881,511	4.6	1,372,522,186	1,305,384,571	5.1	124,135	122,933	0.9	1.82	1.90
Cent. Ill. Pub. Ser. Co.	51,357,659	49,697,994	3.3	2,290,341,776	2,217,998,462	3.3	238,104	236,283	0.8	2.24	2.24
Commonwealth Edison Co.	482,730,774	459,576,523	5.0	22,837,712,648	21,622,442,588	5.6	2,090,856	2,054,349	1.8	2.11	2.13
Elec. Energy, Inc.	24,977,007	25,179,920	-0.8	6,436,063,473	6,454,661,422	-0.1	1	1	0.0	0.39	0.39
Ill. Power Co.	78,635,193	75,728,713	3.8	3,557,369,012	3,413,728,506	4.2	361,296	357,439	1.1	2.21	2.22
Iowa-Ill. Gas & Elec. Co.	9,173,999	8,738,138	5.0	403,788,747	378,183,357	6.8	49,385	48,687	1.4	2.27	2.31
Union Elec. Co.	20,621,110	19,935,723	3.4	1,535,310,481	1,503,962,485	2.1	67,526	66,404	1.7	1.34	1.32



TABLE 10.  
ILLINOIS ELECTRIC UTILITIES  
SALES TO OTHER ELECTRIC UTILITIES

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	1961	1960	% Change	1961	1960	% Change	1961	1960	% Change	1961	1960
TOTAL 8 COMPANIES	\$19,450,948	\$19,113,835	1.8%	: 3,119,875,220	3,033,444,589	2.8%	: 157	160	-1.9%	: 0.62¢	0.63¢
TOTAL 8 COMPANIES, ex. of Commonwealth Edison Co.	17,316,242	16,549,462	4.6	: 2,946,863,908	2,869,613,803	2.7	: 151	153	-1.3	: 0.59	0.73
Cent. Ill. Elec. & Gas Co.	None	180	-	: None	18,000	-	: None	1	-	: -	1.00
Cent. Ill. Light Co.	1,103,703	1,056,053	4.5	: 116,366,662	110,268,200	5.5	: 10	8	2.5	: 0.95	0.96
Cent. Ill. Pub. Ser. Co.	6,627,743	6,092,785	8.8	: 735,045,754	680,075,208	8.1	: 107	109	-1.8	: 0.90	0.90
Commonwealth Edison Co.	2,134,706	2,564,373	-16.7	: 173,011,312	163,830,786	5.6	: 6	7	-14.2	: 1.23	1.57
Elec. Energy, Inc.	5,647,489	5,370,306	5.2	: 1,617,965,911	1,506,206,753	7.4	: 4	4	0.0	: 0.35	0.36
Ill. Power Co.	3,401,257	3,511,930	-3.1	: 429,361,287	524,846,647	-18.2	: 27	28	-3.6	: 0.79	0.67
Iowa-Ill. Gas & Elec. Co.	529,023	506,781	4.4	: 46,897,930	45,000,282	4.2	: 1	1	0.0	: 1.13	1.13
Union Elec. Co.	7,027	11,427	-38.5	: 1,226,364	3,198,713	-61.7	: 2	2	0.0	: 0.57	0.36



TABLE 11.  
ILLINOIS ELECTRIC UTILITIES  
INTERDEPARTMENTAL SALES

	REVENUE		KILOWATT-HOURS		AVERAGE NUMBER OF CUSTOMERS		REVENUE PER KWH	
	<u>1961</u>	<u>1960</u> % Change	<u>1961</u>	<u>1960</u> % Change	<u>1961</u>	<u>1960</u> % Change	<u>1961</u>	<u>1960</u>
Cent. Ill. Light Co.	\$83,849	\$80,236 4.5%	4,108,031	3,931,773 4.5%	1	1 - %	None	2.04¢





TABLE 12.  
ILLINOIS ELECTRIC UTILITIES  
TOTAL SALES OF ELECTRIC ENERGY

	REVENUE			KILOWATT-HOURS			AVERAGE NUMBER OF CUSTOMERS			REVENUE PER KWH	
	<u>1961</u>	<u>1960</u>	% Change	<u>1961</u>	<u>1960</u>	% Change	<u>1961</u>	<u>1960</u>	% Change	<u>1961</u>	<u>1960</u>
TOTAL 8 COMPANIES	\$731,270,345	\$700,387,173	4.4%	42,345,368,574	40,679,734,329	4.1%	3,017,192	2,970,772	1.6%	1.73¢	1.72¢
TOTAL 8 COMPANIES, ex. of Commonwealth Edison Co.	246,405,264	238,246,277	3.4	19,334,644,614	18,893,460,955	2.4	926,330	916,416	1.3	1.27	1.26
Cent. Ill. Elec. & Gas Co.	18,224,333	17,454,760	4.4	788,227,000	746,014,576	5.6	85,732	84,517	1.4	2.31	2.34
Cent. Ill. Light Co.	27,203,023	26,017,800	4.5	1,492,996,879	1,419,584,544	5.2	124,145	122,941	1.0	1.82	1.83
Cent. Ill. Pub. Ser. Co.	57,985,402	55,790,779	3.9	3,025,387,530	2,898,073,670	4.4	238,211	236,392	0.8	1.92	1.93
Commonwealth Edison Co.	484,865,481	462,140,896	4.9	23,010,723,960	21,786,273,374	5.6	2,090,862	2,054,356	1.8	2.11	2.12
Elec. Energy, Inc.	30,624,497	30,550,226	0.2	8,054,029,384	7,960,868,175	1.2	5	5	0.0	0.38	0.38
Ill. Power Co.	82,036,450	79,240,643	3.5	3,986,730,299	3,938,575,153	1.2	361,323	357,467	1.1	2.05	2.01
Iowa-Ill. Gas & Elec. Co.	9,703,022	9,244,919	4.9	450,686,677	423,183,639	6.5	49,386	48,688	1.4	2.15	2.18
Union Elec. Co.	20,628,137	19,947,150	3.4	1,536,536,845	1,507,161,198	1.9	67,528	66,406	1.7	1.34	1.32



TABLE 13.  
ILLINOIS ELECTRIC UTILITIES  
OTHER ELECTRIC OPERATING REVENUE

	REVENUE		<u>% Change</u>
	<u>1961</u>	<u>1960</u>	
TOTAL 8 COMPANIES	\$5,854,209	\$5,573,192	5.0%
TOTAL 8 COMPANIES, ex. of Commonwealth Edison Co.	1,620,233	1,584,391	2.3
Cent. Ill. Elec. & Gas Co.	195,278	172,386	13.3
Cent. Ill. Light Co.	236,958	301,124	-21.3
Cent. Ill. Pub. Ser. Co.	252,902	270,234	-6.0
Commonwealth Edison Co.	4,233,976	3,988,801	6.1
Ill. Power Co.	437,576	424,821	-7.0
Iowa-Ill. Gas & Elec. Co.	234,453	268,565	-12.7
Union Elec. Co.	254,830	139,202	83.0
Elec. Energy, Inc.	8,236	8,059	2.2



TABLE 11.  
ILLINOIS ELECTRIC UTILITIES  
TOTAL ELECTRIC OPERATING REVENUE

	REVENUE		
	<u>1961</u>	<u>1960</u>	<u>% Change</u>
TOTAL 8 COMPANIES	\$737,124,553	\$705,960,365	4.4%
TOTAL 8 COMPANIES, ex. of Commonwealth Edison Co.	248,025,096	239,830,668	3.4
Cent. Ill. Elec. & Gas Co.	18,419,611	17,627,146	4.5
Cent. Ill. Light Co.	27,439,981	26,318,924	4.3
Cent. Ill. Pub. Ser. Co.	58,238,304	56,061,013	3.9
Commonwealth Edison Co.	489,099,457	466,129,697	4.9
Elec. Energy, Inc.	30,632,732	30,558,285	0.2
Ill. Power Co.	82,474,026	79,665,464	3.5
Iowa-Ill. Gas & Elec. Co.	9,937,475	9,513,484	4.4
Union Elec. Co.	20,882,967	20,086,352	4.0



TABLE 15.  
TRENDS IN ELECTRIC SALES  
BY  
EIGHT LARGE ELECTRIC UTILITIES  
1941-1961

Year	REVENUE (Millions)		KILOWATT-HOURS (Millions)		CUSTOMERS (Thousands)		AVERAGE REVENUE PER KWH	
	Residential Sales	Other Sales	Total Sales to Ult. Cons.	Residential Sales	Other Sales	Total Sales to Ult. Cons.	Residential Sales	Other Sales
1941	62	127	189	1,604	7,592	9,196	3.90	1.66
1942	64	134	198	1,672	8,476	10,148	3.86	1.58
1943	66	143	209	1,737	9,775	11,512	3.80	1.46
1944	68	151	219	1,806	10,613	12,419	3.76	1.43
1945	72	154	226	1,949	10,344	12,293	3.69	1.49
1946	74	157	231	2,162	9,736	11,898	3.42	1.61
1947	76	178	254	2,341	11,127	13,468	3.25	1.60
1948	82	198	280	2,594	12,110	14,704	3.17	1.63
1949	89	208	295	2,854	12,187	15,041	3.11	1.71
1950	96	224	320	3,148	13,462	16,610	3.04	1.67
1951	101	238	339	3,399	14,681	18,080	2.97	1.62
1952	113	249	362	3,867	15,230	19,097	2.92	1.64
1953	120	284	404	4,185	19,264	23,449	2.88	1.47
1954	141	318	459	4,647	22,652	27,299	3.03	1.40
1955	158	345	503	5,140	25,762	30,902	3.07	1.34
1956	171	360	531	5,609	26,769	32,378	3.04	1.35
1957	189	372	561	6,368	27,035	33,403	2.96	1.38
1958	204	384	588	6,753	26,514	33,267	3.01	1.45
1959	230	426	656	7,553	28,824	36,377	3.04	1.48
1960	239	442	681	7,918	29,724	37,642	3.02	1.22
1961	258	455	713	8,659	30,682	39,341	2.99	1.18

Total Sales to Ult. Cons. 2.06  
1.95  
1.81  
1.76  
1.84  
1.94  
1.89  
1.90  
1.96  
1.92  
1.87  
1.90  
1.72  
1.68  
1.63  
1.64  
1.68  
1.77  
1.80  
1.81  
1.81















